

Message Text

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43

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 H-02 COME-00 TRSE-00 L-03

CIAE-00 INR-07 NSAE-00 OMB-01 /033 W

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P 121538Z JAN 76

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC PRIORITY 9264

LIMITED OFFICIAL USE WARSAW 0178

DEPT PASS TO CONGRESSMAN DAN ROSTENKOWSKI

E.O. 11652: N/A

TAGS: BPRO, PL

SUBJECT: MCKEE BID FOR PHARMACEUTICAL PLANT

1. I MET JANUARY 12 WITH MINISTER OF FOREIGN TRADE
OLSZESKI TO DISCUSS THE STATUS OF THE MCKEE BID.
OLSZEWSKI EXPRESSED STRONG INTEREST, IN VIEW OF HIS
DESIRE TO PROMOTE POLISH-US TRADE AND OUT OF CONSIDER-
ATION FOR YOUR RECOMMENDATION, IN CONCLUDING THIS CONTRACT
WITH MCKEE. HE HAS PERSONALLY REVIEWED THE OFFERS RE-
CEIVED BY POLIMEX-CEKOP, AND HE FINDS THE MCKEE PRICE
TO HIGH TO ALLOW THE CONTRACT TO BE AWARDED TO THE FIRM
WITHOUT A PRICE REDUCTION. IF, HOWEVER, MCKEE IS PRE-
PARED TO BE SOMEWHAT QUOTE FLEXIBLE UNQUOTE, HE WILL
AUTHORIZE POLIMEX-CEKOP TO SEND A TELEX TO THE FIRM
INVITING REPRESENTATIVES FOR FINAL NEGOTIATIONS.
ASSUMING AGREEMENT ON PRICE CAN BE REACHED BETWEEN
POLIMEX-CEKOP AND MCKEE DURING THESE DISCUSSIONS,
THE CONTRACT WOULD BE SIGNED WITHOUT FURTHER DELAY.

2. THE MINISTER WAS NOT AT LIBERTY TO REVEAL THE EXACT
DIFFERENCE IN PRICE BETWEEN MCKEE AND OTHER BIDDERS,
BUT HE DID STATE THAT MCKEE COULD WIN THE CONTRACT
WITHOUT OFFERING THE LOWEST PRICE.

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3. PLEASE ADVISE WHETHER MCKEE IS PREPARED TO NEGOTIATE

UNDER THESE CONDITIONS. IF SO, I WILL CONVEY THIS
INFORMATION TO THE MINISTER AND MCKEE SHOULD SOON
RECEIVE A TELEX INVITATION TO FURTHER NEGOTIATIONS,
AS A NOTE OF CAUTION, I WOULD ADD THAT WE HAVE NO WAY
OF KNOWING HOW GREAT A REDUCTION IN PRICE POLIMEX-CEKOP
WILL REQUIRE BEFORE GRANTING THIS CONTRACT TO MCKEE.
WITH BEST PERSONAL REGARDS,
SINCERELY,
R.T. DAVIES
AMBASSADOR

4. DECLASSIFY UPON RECEIPT.
DAVIES

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NNN

Message Attributes

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Disposition Authority: morefirh
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Margaret P. Grafeld
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04 MAY 2006

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TAGS: BPRO, PL
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